

**Before the Board of Supervisors in and for the
County of Monterey, State of California**

Agreement No. A-11277

Authorize the Purchasing Manager for Natividad)
Medical Center (NMC) to execute Amendment No. 5 to)
the Agreement No. A-11277 with Marblehead Group)
LLC for continued Consultative Services at NMC in an)
amount not to exceed \$1,330,500 (an increase of)
\$100,000) for the period July 1, 2011 to June 30, 2012....)

Upon motion of Supervisor Salinas, seconded by Supervisor Calcagno, and carried by those members present, the Board hereby;

Authorized the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment No. 5 to the Agreement No. A-11277 with Marblehead Group LLC for continued Consultative Services at NMC in an amount not to exceed \$1,330,500 (an increase of \$100,000) for the period July 1, 2011 to June 30, 2012.

PASSED AND ADOPTED on this 28th day of June, 2011, by the following vote, to wit:

AYES: Supervisors Calcagno, Salinas, and Parker

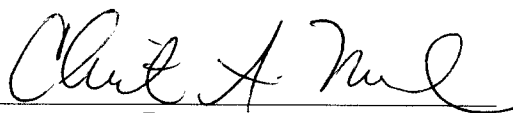
NOES: None

ABSENT: Supervisors Armenta and Potter

I, Gail T. Borkowski, Clerk of the Board of Supervisors of the County of Monterey, State of California, hereby certify that the foregoing is a true copy of an original order of said Board of Supervisors duly made and entered in the minutes thereof of Minute Book 75 for the meeting on June 28, 2011.

Dated: June 29, 2011

Gail T. Borkowski, Clerk of the Board of Supervisors
County of Monterey, State of California

By 
Deputy

**RENEWAL AMENDMENT NO. 5
FOR PROFESSIONAL SERVICE AGREEMENT
BETWEEN THE MARBLEHEAD GROUP, LLC AND
THE NATIVIDAD MEDICAL CENTER
FOR
CONTINUED CONSULTATIVE SERVICES**

The parties to Professional Service Agreement, dated June 1, 2008 between the County of Monterey, on behalf of Natividad Medical Center ("NMC"), and The Marblehead Group, LLC (Contractor), hereby agree to renew their Agreement No. (A-11277). on the following terms and conditions:

1. Contractor will continue to provide NMC with the same scope of service as stated in the original Agreement No. (A-11277). Additionally, the Contractor will provide the services as described on Attachment A attached to this Amendment #5.
2. This Amendment shall become effective on July 1, 2011 and shall continue in full force until June 30, 2012.
3. The total amount payable by County to Contractor under Agreement No. (A-11277) shall not exceed the total sum of \$1,330,500 for the full term of the Agreement and \$100,000 (plus any monies remaining on PO #SC927) for fiscal year 2011-2012.
4. All other terms and conditions of the Agreement shall continue in full force and effect.
5. A copy of this Amendment shall be attached to the original Agreement No. (A-11277).

IN WITNESS WHEREOF, the parties hereto are in agreement with this Amendment and Professional Service Agreement on the basis set forth in this document and have executed this amendment on the day and year set forth herein.

CONTRACTOR

Signature 1 Lisa H Soroka Dated 5/17/11

Printed Name Lisa H. Soroka Title Principal

Signature 2 _____ Dated _____

Printed Name _____ Title _____

****INSTRUCTIONS: If CONTRACTOR is a corporation, including limited liability and non-profit corporations, the full legal name of the corporation shall be set forth above together with the signatures of two specified officers. If CONTRACTOR is a partnership, the name of the partnership shall be set forth above together with the signature of a partner who has authority to execute this Agreement on behalf of the partnership. If CONTRACTOR is contracting in and individual capacity, the individual shall set forth the name of the business, if any and shall personally sign the Agreement.*

NATIVIDAD MEDICAL CENTER

Signature _____ Dated _____
Purchasing Manager

Signature [Signature] Dated 5/20/11
NMC - CEO

Approved as to Legal Form:
Charles J. McKee, County Counsel

By [Signature]
Stacy Saetta, Deputy
Attorneys for County and NMC

Reviewed as to fiscal provisions
[Signature]
Auditor/Controller
County of Monterey 5-24-11

Dated: 5/24, 2011

Attachment A
SCOPE OF SERVICES AND
PAYMENT PROVISIONS FOR AMENDMENT #5

CONTRACTOR: The Marblehead Group, LLC

SCOPE OF SERVICES:

Contractor will continue to help ensure that NMC can successfully (and in a fiscally and politically sound manner) achieve its physician business initiatives by:

- Continuing to enhance professional services billing processes and accounts receivable (AR) management to optimize collection and third party payor reimbursement
- Continuing to refine and implement a productivity based physician compensation plan to track and manage program growth
- Continuing to manage new contracts/placements with locums tenens (temporary) companies to better manage use and fiscal impact
- Continuing to evaluate, model and implement strategic business opportunities and joint efforts among NMC, the Department of Health and other community partners
- Continuing to assist in development of physician/hospital delivery model
- Continuing to develop and implement new physician services and programs at NMC including but not limited to:
 - a. Catheterization Laboratory (for cardiology and interventional radiology procedures)
 - b. Hematology – Oncology including clinic, inpatient and infusion services and:
continuing to improve existing business models for physician services including but not limited to: Cardiology; Orthopedics; Plastic Surgery; Nephrology; Neurology, Pediatric Gastroenterology, Pediatric Urology and Gyn/Oncology.

PAYMENT PROVISIONS:

\$1700 per day

\$850 per half day

Minimum contract period-90 days

Travel costs-To be reimbursed in accordance with Monterey County Travel Policy
(Estimated travel costs @ \$1600/week)

Will invoice consultant fees on the 15th and 30th of each month.